

**US EXECUTIVE APPROVAL FORM 03/24/03****Forsythe Technology Inc.****HQAPP Requests:**

1. 0% support cap for 3 years (years 2 & 3)
2. Add sub language (Majority owned subs without exhibit- sub do not agree in writing, however customer warrants it has authority to bind subs and will be responsible for any breach)

**TIER 1 Requests:**

1. 1 year price hold on the e-Business Suite at 35% discount

**TIER 2/3 Requests:**

1. Discount 35% for Ebusiness Suite (ebiz + 15%)
2. Adding a OLSA term provision up to 2 years
3. Allow assignment to an acquiring entity that is assuming all or substantially all assets and liabilities.

**Deal Summary:**

<b>Deal Summary</b>	
Programs	EBusiness Suite migration + 6 professional users and 400 employee users
License Discount	35% (ebiz + 15%)
Support Discount	35% (ebiz + 15%)
Support Options/Holds	0% cap for 3 years
Price Holds	1 year price hold at 35%
List License	\$560,000
List Support	\$123,200
Net License	\$364,000
Net Support	\$ 80,080
Net Total Price	\$444,080
Price List Used	Feb 10,2003

**Justification:**

Oracle has been selected in a very competitive deal against Peoplesoft at Forsythe Technology. This deal is comprised of migrated licenses and additional professional/employee users. They see the value in the Oracle eBusiness Suite message. This deal represents \$364k in net license revenue for business this Q4 and substantial revenue in Q1 with the purchase of additional users. We are requesting the 35% discount to bring our price in line with competition and meet customer's current budget and the 1-year price hold to accommodate the future demand and maintain price consistency. A 3-year flat line support cost also helps justify ROI and gives the customer a consistent support budget for the initial years of this project. Please review my request for Store + 15%, 1 year price hold on the suite, adding OLSA terms for 2 years, and additional sub and assignment language.

**Recommendation:**

Approve. Confirm OK to use old Suite through April

**Submitted By:** Neal Petrucci- AMS, John Boucher- AVP

R: 03/25/03

C: 03/25/03

L: 03/25/03

A: 03/25/03

BP: swong

